



<https://oglacs.com/job/business-development-manager-job-for-delhi-up-region/>

## Business Development Manager

### Responsibilities

Oglacs is looking for Dynamic Business Development Manager with 3 + years of experience in the ERP HealthCare domain to be a part of the Enterprise Sales team. The Profile includes handling and acquisition of clients across the country, cross-selling / up-selling.

### Responsibilities and Duties

- Manage an Enterprise Sales Team focused on B2B Solutions
- Data mining/ Customer acquisition/ Generating Business through multiple Lead Generation activities – Email Campaign/ Cold Calling.
- Excellent communication in English and local Language.
- Proficiency in Word, Excel, and PowerPoint.
- Strong Analytical, technical, Sales Marketing fundamentals along with good sales negotiation skills
- A self-driven, professional catering to needs and requirements of the project at all levels in a client-oriented environment
- Able to develop proposals according to the client requirements, concerns, and objectives
- Achieving sales targets through acquisition of new clients and continue getting business from existing client
- Make regular follow-ups and consultative discussions with clients / finalize closure

### Incentives

- Quarterly bonus and target based incentives

### Qualifications

- Bachelor's (Preferred)

### Experience:

- ERP: Minimum 1 year
- Overall 2-3 years

### Hiring organization

Oglacs Software Pvt Ltd

### Employment Type

Full-time

### Job Location

Delhi NCR, UP, Panjab & Haryana

### Date posted

October 13, 2021